

## Message Text

UNCLASSIFIED

PAGE 01 CALCUT 00324 240946Z  
ACTION NEA-10

INFO OCT-01 EB-08 ISO-00 SSO-00 EA-12 /031 W  
-----013888 240949Z /10

O 240838Z FEB 78  
FM AMCONSUL CALCUTTA  
TO SECSTATE WASHDC IMMEDIATE 6544

UNCLAS CALCUTTA 0324

FOLLOWING SENT ACTION USDOC WASHDC INFO NEW DELHI,  
SINGAPORE ON FEB 24 NOW REPEATED FOR YOUR INFO:

UNCLAS CALCUTTA 0318

3.O. 11652: NA  
TAGS: BTIO, BEXP, IN  
SUBJECT: FOREIGN CALL FOR TENDER: SPECIAL HANDLING: GLOBAL  
IMPORTS OF ONE MILLION METRIC TONS OF METALLURGICAL COAL

1. 533:03:T0022

2. 022378

3. ETER J. LYDON

4. 533:INDIA

5. Q

6A. CONTACT OR WRITE TO---  
B. THE MANAGING DIRECTOR  
C. SAIL INTERNATIONAL LIMITED  
(A GOVERNMENT OF INDIA UNDERTAKING)  
INDUSTRY HOUSE (5TH FLOOR), 10 CAMAC STREET  
CALCUTTA 700017, INDIA  
CABLE: SAILEXIM: TELEX: 021-2490 & 021-2161;  
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PAGE 02 CALCUT 00324 240946Z

TELEPHONE: 442316, 442317, AND 442318

7. GLOBAL TENDER NOTICE NO: SIL/COAL/78/1

8. 032078--1200 HOURS

9. 201

10. SIC 1211203: 0001(ESTIMATED VALUE MORE THAN \$40 MILLION)--SUPPLY OF QVOUT 1,000,000 (ONE MILLION) METRIC TONS OF METALLURGICAL COKING COAL.

11. BECAUSE OF HIGH ASH CONTENT OF THE LOCAL COKING COAL, INDIA INTENDS TO IMPORT FOR THE FIRST TIME METALLURGICAL COAL FOR USE IN LOCAL STEEL MILLS. A TNW OFFICIAL OF THE SAIL INTERNATIONAL LTD.

(SIL),

A SUBSIDIARY OF THE STEEL AUTHORITY OF INDIA LTD. (SAIL) WHICH IS AN APEX BODY FOR THE INTEGRATED STEEL MILLS IN THE PUBLIC SECTOR, HAS INFORMED US THAT SIL WILL SELL AND SUPPLY TENDER DOCUMENTS COSTING RS 500 (ABOUT \$60) TO BONAFIDE FOREIGN SUPPLIERS OR THEIR AUTHORIZED REPRESENTATIVES NLY. SIL HAS EXPRESSED ITS INABILITY TO SUPPLY TENDER DOCUMENTS TO CONGEN UNTIL INTRESTED LEADING US COAL PRODUCERS AUTHORIZE, BY TELEX OR CABLE, CONGEN OR ANY OTHER REPRESENTATIVE TO BUY TENDER SPECIFICATIONS FOR THEM. SIL JUSTIFIES THE SELECTIVE DISTRBUTION OF TENDER AS A MEASURE TO AVOID CONTACT WITH INTERMEDIARIES AND RESTRICT ITS NEGOTIATIONS TO THE 15 REPUTABLE FOREIGN SUPPLIERS OF METALLURGICAL COAL BELIEVED CAPABLE OF FILLING THE ORDER.

USDOC IS REQUESTED TO ARRANGE SPECIAL HANDLING OF THIS UNCLASSIFIED

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PAGE 03 CALCUT 00324 240946Z

TRADE OPPORTUNITY AND FOR IMMEDIATE DISTRIBUTION OF THIS FOREIGN TENDER NOTICE TO (A) THE LEADING US PRODUCERS AND EXPORTERS OF METALLURGICAL COAL; (B) THE MEMBERS OF THE COAL EXPORTERS' ASSOCIATION OF THE U.S. INC. INTRESTED US EXPORTERS SHOULD BE ADVISED TO TELEX OR CABLE SIL AND REMIT MONEY IN ORDER TO OBTAIN TENDER SPECIFICATION. THEY ARE REQUIRED TO QUOTE PRICE PER METRIC TON ON FOB AND C & FFO VISAKHAPATNAM/PARDEEP/HALDIA/MADRAS PORT BASIS. A COPY OF THE SIL TENDER NOTICE IS BEING POUCHEO. IF THE COAL EXPORTERS' ASSOCIATION OF THE I.S. INC. DESIRE CONGEN TO BUY AND POUCH THE SIL TENDER DOCUMENTS, THE ASSICATION SHOULD TELEX ITS REQUEST TO SIL AS INDICATED IN 6 C AND CONGEN (TELEX: 021:2483). SIL IS UNLIKELY TO EXTEND THE BID DEADLINE OF MARCH 20. 1978. WE UNDERSTAND THAT AUSTRALIA IS EXPECTED TO COMPETE IN THE SIL BID.

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## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 24 feb 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978CALCUT00324  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780085-1110  
**Format:** TEL  
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**Handling Restrictions:** n/a  
**Image Path:**  
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**Line Count:** 113  
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**Message ID:** 44d938d0-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION NEA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Page Count:** 3  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
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**Reference:** n/a  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 29 mar 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** N/A  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 3492052  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** FOREIGN CALL FOR TENDER: SPECIAL HANDLING: GLOBAL IMPORTS OF ONE MILLION METRIC TONS OF METALLURGICAL COAL  
**TAGS:** BTIO, BEXP, IN  
**To:** STATE  
**Type:** TE  
**vdkvgwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/44d938d0-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
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**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014